



AUTO DEALER SATHI

DRIVING SUCCESS TOGETHER

Welcome to Auto Dealer Sathi, we dedicate ourself to automobile dealership business success.
Join us on a journey of excellence.

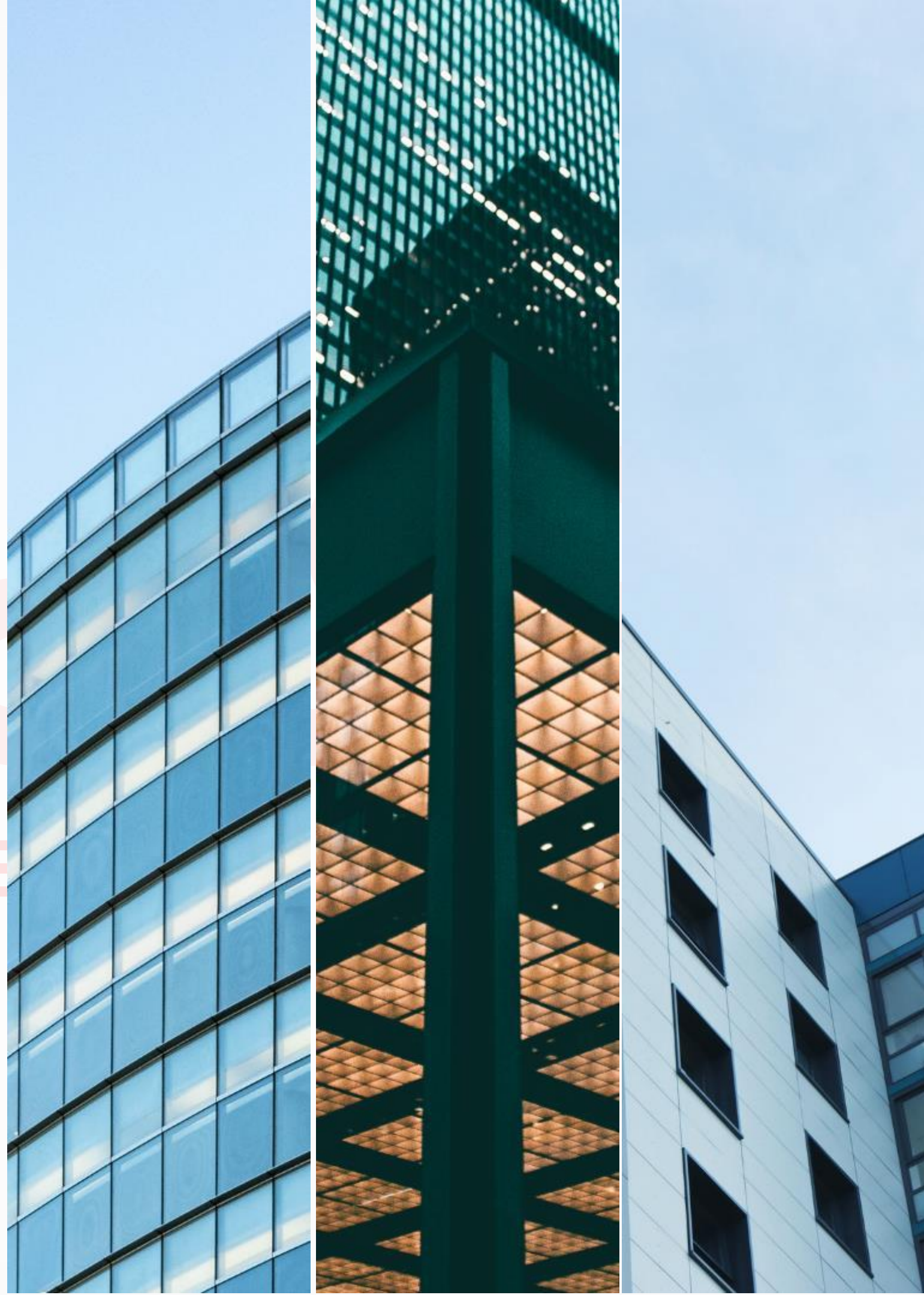


OUR ORGANIZATION

Auto Dealer Sathi is your trusted automotive industry partner, offering **HR services, parts and service management, training, auditing,** and comprehensive **career solutions.**

We optimize dealership operations and **talent management,** while individuals benefit from **placement, mentoring & training program.**

With our deep knowledge of over 50 years in the automotive industry personalized approach, and commitment to excellence, we drive success and growth for all in the dynamic automotive sector.



OUR MISSION



At Auto Dealer Sathi, our mission is to be the driving force behind the success and growth of the automotive industry. We are committed to transform dealerships into thriving hubs of innovation, efficiency, and customer centric organization.



Simultaneously, we empower individuals to excel in their automotive careers by providing them with the tools, guidance, and opportunities they need. With unwavering dedication to excellence, we aim to elevate the entire industry, fostering a future where every dealership thrives, and every professional achieves their career aspirations.



OUR COMPANY VALUES

Excellence:

We are dedicated to deliver the highest quality of service and solutions, constantly striving for improvement and innovation. Excellence is the cornerstone of our commitment to both dealerships and individuals.

Integrity:

We uphold the highest standards of ethics, honesty, and transparency in all our interactions. Trust is the foundation of our relationships with clients and partners, and we maintain it unwaveringly.

Quality Services:

Our professionals see what others don't, challenge conventional thinking, and consistently deliver innovative solutions.

Client-Centric Approach:

Our clients are at the center of everything we do. We listen to their needs, customize our services.



OUR OFFERINGS FOR DEALERSHIPS

ENTRUST YOUR DEALERSHIP'S SUCCESS WITH US

KPO (Performance Management)

Stay ahead of the curve with real-time insights into your dealership's performance. Our customizable dashboard provides crucial data, enabling you to identify areas for improvement and optimize processes. Monitor key metrics, identify opportunities for improvement, and implement targeted strategies to maximize efficiency and profitability.

KPO + Mentoring

Need expert to drive your business? Elevate your dealership's performance to new heights with our KPO + Mentoring program. Gain invaluable insights from industry experts, coupled with personalized guidance to navigate challenges and seize opportunities. Transform your dealership with strategic mentorship tailored to your specific goals.

KRA/KPI and Incentive Management

Drive excellence and motivation within your team through clear objectives and performance incentives. Our KRA/KPI and Incentive Management service helps align individual goals with dealership objectives, fostering a culture of accountability and driving overall success.



ATI

OUR OFFERINGS FOR DEALERSHIPS

ENTRUST YOUR DEALERSHIP'S SUCCESS WITH US

Training & Development

Invest in the growth and success of your dealership by investing in your team. Our comprehensive Training & Development program equips your workforce with essential Hard and Soft skills and knowledge, empowering them to deliver exceptional service and drive business growth.

Service Process Audit

Optimize your dealership's service operations with a thorough Process Audit. Identify inefficiencies, streamline workflows, and enhance customer satisfaction by ensuring smooth and efficient service delivery. Our audit outcome includes finding the GAP area and provide right slutions for Process and Business Improvement.

Spares Inventory Audit

Ensure efficient inventory management and maximize profitability with our Spares Inventory Audit. Identify and address gaps in your parts inventory system to minimize wastage, improve availability, and enhance overall dealership performance. We analyse and design right strategy for spares planning.

ATI



OUR OFFERINGS FOR DEALERSHIPS

ENTRUST YOUR DEALERSHIP'S SUCCESS WITH US

Prarambh: Start Dealership Business

Starting a new dealership or expanding existing business, set your new dealership up for success from day one with our Prarambh program. Benefit from expert guidance and support to establish efficient operations, navigate challenges, and lay the foundation for long-term growth and profitability. This includes, Hiring, Training, Policy and Process implementation, business development etc.

Executive and Senior Level Hiring

Hiring senior and mid-level executives in automobile dealerships is a critical process, and at Auto Dealer Sathi, we understand that executive recruitment is not just about filling positions; it's about securing the future of your dealership. Our Executive Search services are committed to delivering the leadership talent that drives your dealership's excellence in the dynamic automotive landscape.

Digital Marketing

Embrace the digital age and expand your dealership's reach with our Digital Marketing solutions. Harness the power of online platforms to attract new customers, drive sales, and build lasting relationships in today's competitive automotive market. Start from Website development, Social Media Management to Advertisement and lead generation for dealership.

ATI



OUR OFFERINGS FOR PROFESSIONALS

ACCELERATE YOUR AUTOMOTIVE CAREER WITH US

Job Placement

Tailored
Matchmaking

Career Path
Designing

Ongoing
Support

Unlock career opportunities with ADS' comprehensive job placement services tailored for the automotive industry.

We connect talented individuals with top-tier dealerships and OEMs, ensuring a seamless transition into rewarding roles that match their skills and aspirations.

Career Mentoring

Experienced
Mentors

Industry
Insight

Continuous
Development

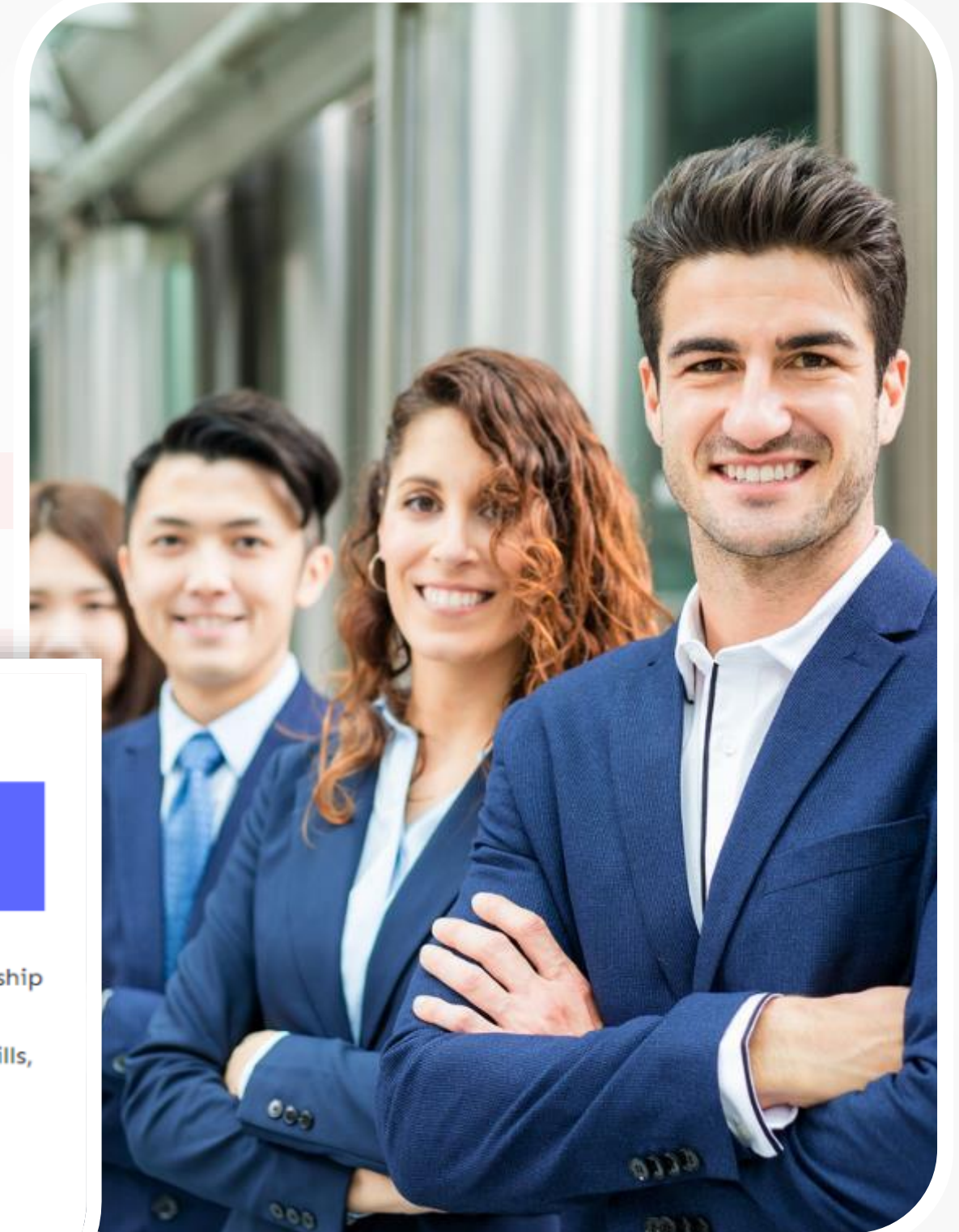
Empower your career journey with personalized guidance from ADS' seasoned mentors.

Our expert mentors provide invaluable insights, advice, and support to help you navigate challenges, set goals, and achieve success in the dynamic automotive sector.



OUR OFFERINGS FOR PROFESSIONALS

ACCELERATE YOUR AUTOMOTIVE CAREER WITH US



Career Development

Comprehensive
Programs

Industry-
Relevant

Results-
Oriented

Elevate your professional growth with ADS' holistic career development programs.

From skill enhancement to career advancement strategies, our programs are designed to equip you with the tools, knowledge, and resources needed to thrive in your automotive career.

Leadership Training

Customized
Curriculum

Tailored for
Automobile

Mentorship
Component

Forge ahead as a visionary leader with ADS' transformative leadership training.

Our immersive programs empower you with essential leadership skills, strategic thinking, and effective management techniques to drive success and inspire excellence in your dealership.

OUR OFFERINGS FOR PROFESSIONALS

ACCELERATE YOUR AUTOMOTIVE CAREER WITH US

Soft Skill Training

Enhance
Growth

Interactive
Learning

Measurable
Impact

Master the art of communication, teamwork, and customer engagement with ADS' soft skill training.

Our interactive workshops and practical exercises focus on honing essential soft skills crucial for fostering strong relationships, enhancing productivity, and delivering exceptional service in the automotive industry.



SPECIAL SERVICES FOR PROFESSIONALS

SUBSCRIBE TO ACHIEVE THE BEST:
CareerPro Accelerator



"**CareerPro Accelerator**" is your all-in-one subscription-based service designed to supercharge your professional journey. Our comprehensive package includes various services, from Personality Assessment to Resume Writing, Interview Preparation, and Placement.

We help you understand your unique strengths using the **DISC/BIG 5 Assessment** and career path, crafting a strategy that propels your career success.

With **CareerPro Accelerator**, you're not just a professional but a high-achiever on the fast track to your dream career. Unlock your professional potential today.

OUR JOURNEY **SO FAR**

SINCE 2017...



43+
Dealership
On board

10500+
Individual
Recruited

150+
Senior Leader
Hired

7
Working
with OEMs



OUR CLIENT



MEET OUR AMBASSADOR

DEALERSHIPS



V V Rajendra Prasad
MD VVC Group

"Auto Dealer Sathi has been a game-changer for our dealership. Their KPO services have significantly improved our service and parts management, making our operations more efficient and cost-effective."

"Mastan and Auto Dealer Sathi team can create a support system that allows you to run your business smoothly. Their help in finding the right talent is remarkable."



Hemant Kumar
Adamet Motors



Vinod Kr Sahu
Sree L N Motors
TML Dealer

"We faced a leadership gap at our dealership when Auto Dealer Sathi came to our rescue. Their KPO services not only optimized our processes but also provided us with a top-notch business leader to drive our operations."

MEET OUR AMBASSADOR PROFESSIONALS



Sreehari.B
RSM Escorts AP & TS

I am so immense gratitude to PM Tech services, Where they're noticed my caliber and skills and shown a suitable elevated profile in esteemed MNC company. Still guiding me professional and personal skills align with moral values.

I was looking for a suitable opportunity specific to the location; in this exercise, I contacted Auto Dealer Sathi. After a detailed discussion, he understood my requirements and recommended a specific opportunity. Yes, I have taken up the same, And I am happy that my personal and professional life is on track.



Umesh P
Service Head,
Aravind Motor, Blore



Srikant Kesa
Director Bharat Group

"Auto Dealer Sathi's KPO services have been a game-changer for us. Their daily MIS reports have given us deep insights into our dealership's performance, allowing us to make data-driven decisions. Their mentoring has helped our team improve their skills and efficiency."

OEM

WE ARE WORKING WITH



MEET OUR TEAM



SUNIL SINGH

Experience: A business Leader with 2.5 Decades of exposure with various Automobile OEM.

5 years with CV & CAR Dealership as Business Head, managed 50 Branches, 2000 people team and 300 Crore service business.

Career Path: Began as a technician at a small dealership and swiftly climbed to the position of CEO in two decades.

Expertise:

- Profound knowledge of the automobile dealership business
- Strong leadership & Coaching skills
- Process optimization and efficiency improvement.
- Team development and capacity enhancement.

Mission:

- Committed to supporting automobile dealerships in achieving professionalism in operation and building capability to tackle the challenges.

Sunil's commitment to excellence, coupled with his hands-on experience, makes him the ideal partner for businesses looking to transform and thrive in the highly competitive automobile industry. His insights, leadership, and passion for improvement are invaluable assets for any dealership seeking to achieve sustainable growth and success.



MEET OUR TEAM



MASTAN BASHA

Experience: Leader with 2 Decades of exposure with various Automobile OEM & a big dealership business in Hyderabad as Business Head.

Career Path: Mastan Basha is Widely recognized as a leading thinker and expert in fields like Problem Solving, Innovation, and Strategy Deployment, Mastan brings a wealth of knowledge and experience to the table.

Expertise:

- Profound knowledge of the automobile dealership business
- Strong HR and Leadership skill
- Sourcing Top level executives for business
- Team development and capacity enhancement.

Mastan Basha is a distinguished professional with a Bachelor's degree in Mechanical Engineering from Sri Venkateswara University Tirupati. Widely recognized as a leading thinker and expert in fields like Problem Solving, Innovation, and Strategy Deployment, Mastan brings a wealth of knowledge and experience to the table.

With over fifteen years of hands-on experience, he has made significant contributions to India's top automobile companies. Since 2017, Mastan has been a pivotal figure at PM Tech Services LLP, serving as the Managing Director on the Board of PM Tech Consultants.



**WE
DELIVERED**

3354

**PEOPLE
RECRUITED**

1.5 L

**LINE ITEMS
MANAGED**

65 CR

**INVENTORY
MANAGING**

4.5 L

**WTY CLAIMS
MANAGED**

11450

**JOB CARDS
AUDITED**

IMPROVED CUSTOMER SERVICE

ROADMAP

Our strategy is divided into four achievable goals:

1

Have mutual agreement and define responsibilities

2

Share data and let our team to do the analysis done

3

On boarding with in 7 days with round of discussion with data interpretation

4

Get daily updates and inputs which help you to see business in better way



WHY WE ARE RIGHT FIT ?

Deep Industry Expertise:

We have extensive experience and expertise in after-sales management gained from numerous projects with dealer networks and independent service companies in the automotive industry.

Proven Results:

Our track record of helping dealerships thrive and individuals succeed in their careers speaks volumes about our commitment to delivering results.

Mentoring:

We specialize in active coaching, encouraging employees to engage in self-development which return as Business Development.



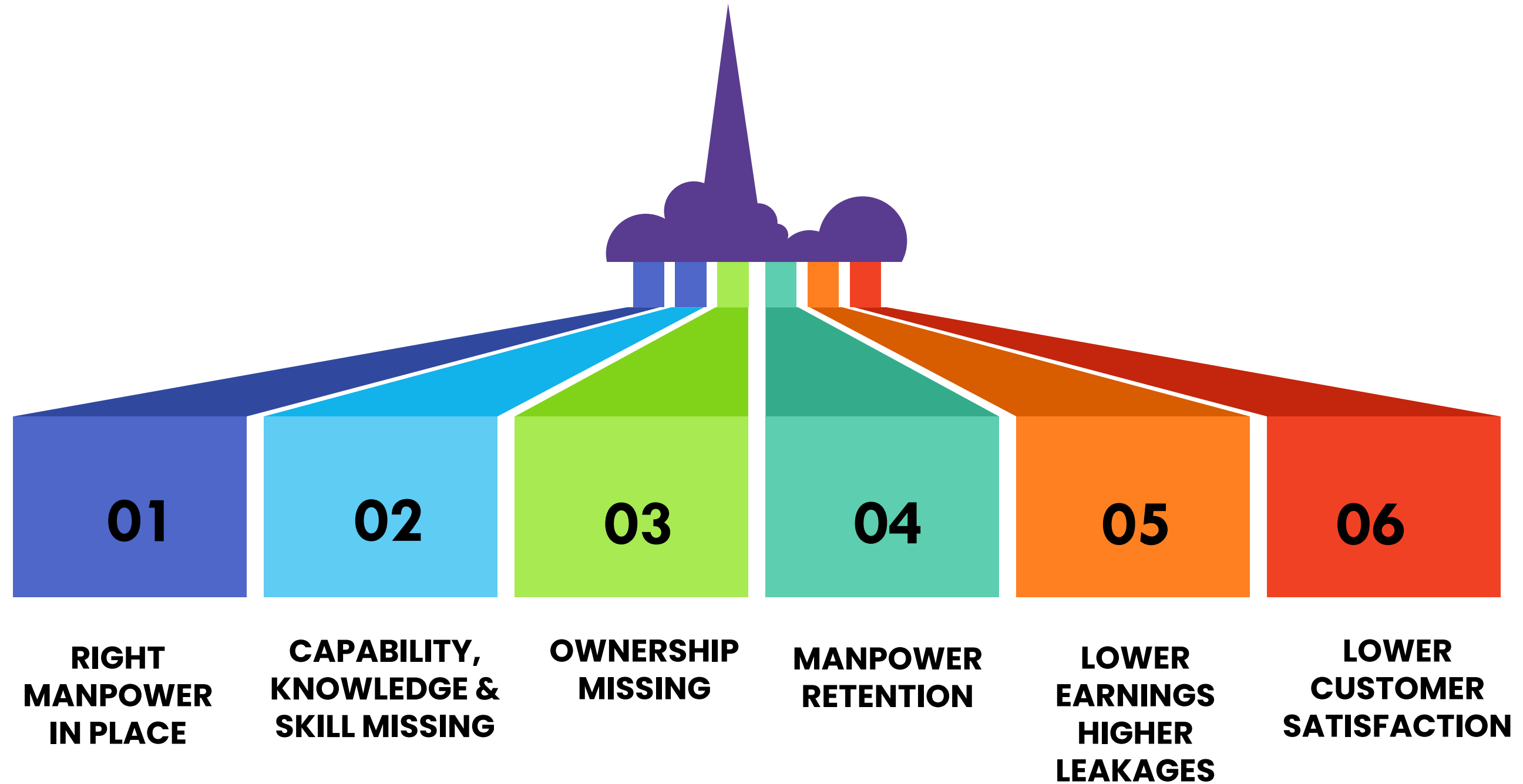
*“You can’t manage what you can’t
measure.”*

– Peter Drucker

AUTO DEALER SATHI

CHALLENGES

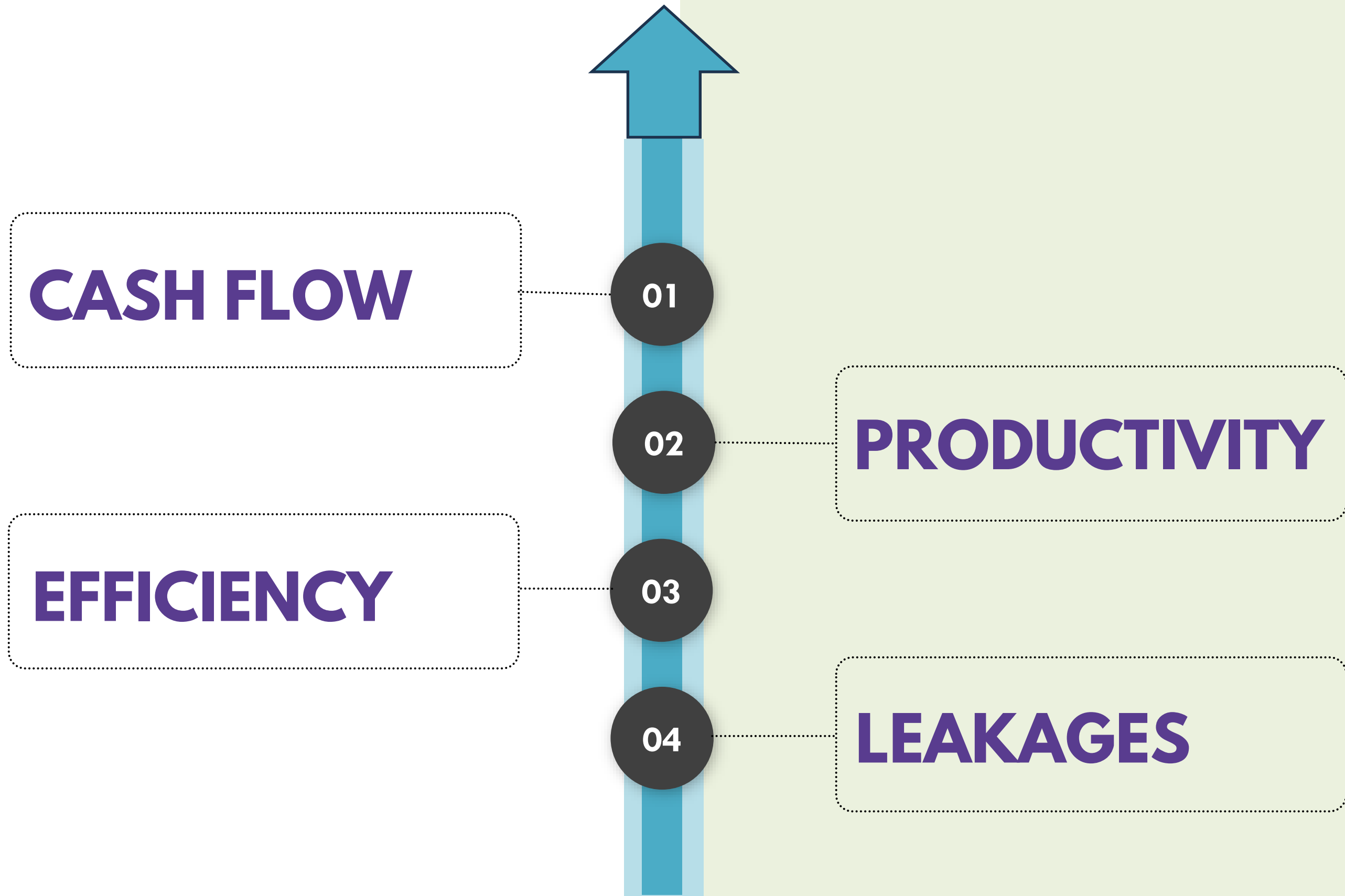
SERVICE OPERATION



THESE ARE NOT THE **CHALLENGES???**

REAL CHALLENGE

PROFITABILITY



PROFITABILITY

CASH FLOW

- Spares Management
- Warranty Management
- Credit Management
- Bodyshop Settlement
- OEM Claim Settlement

01

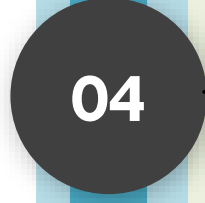
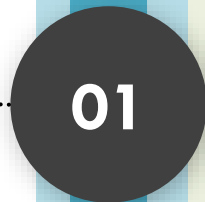
02

03

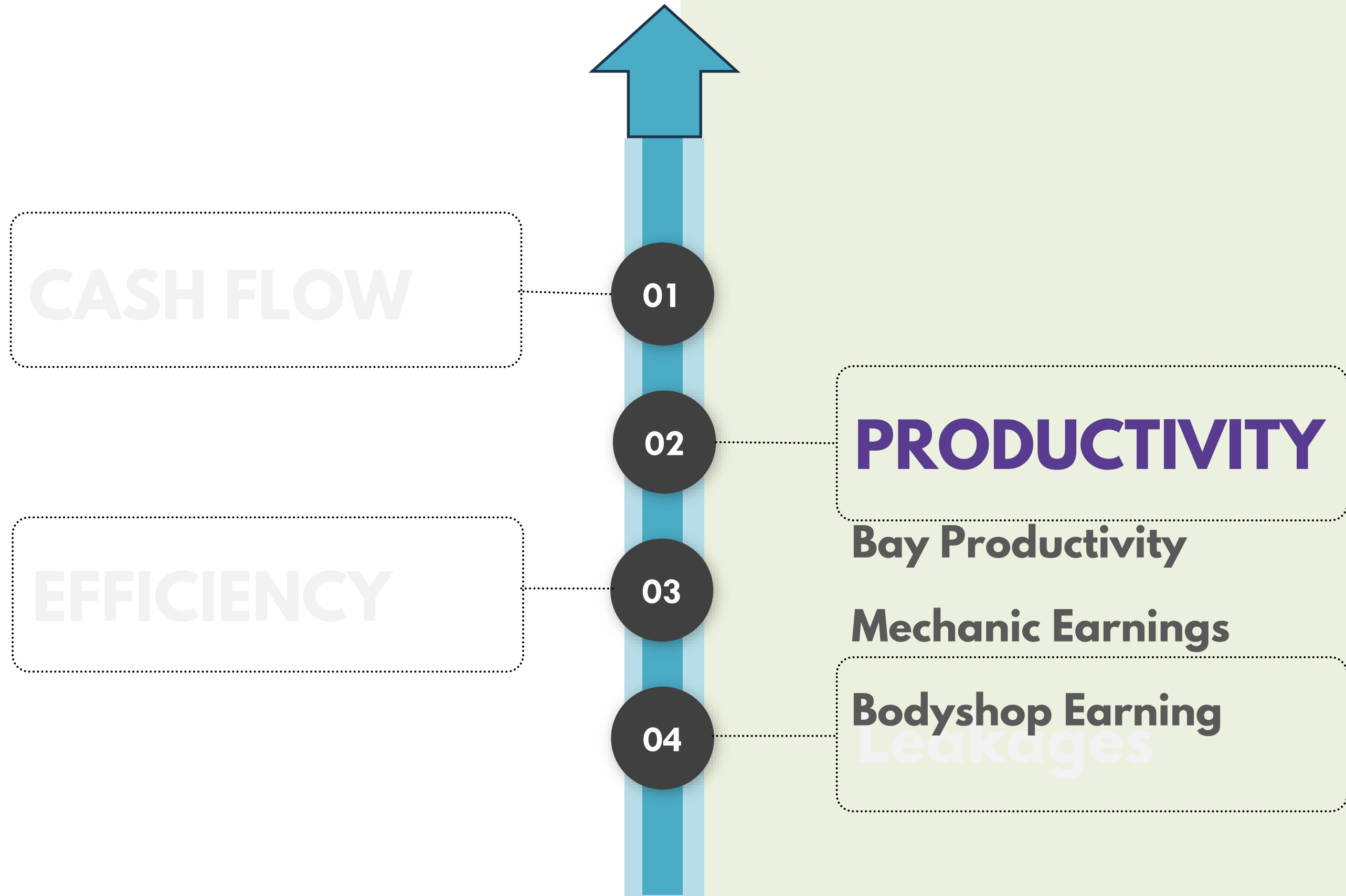
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PRODUCTIVITY

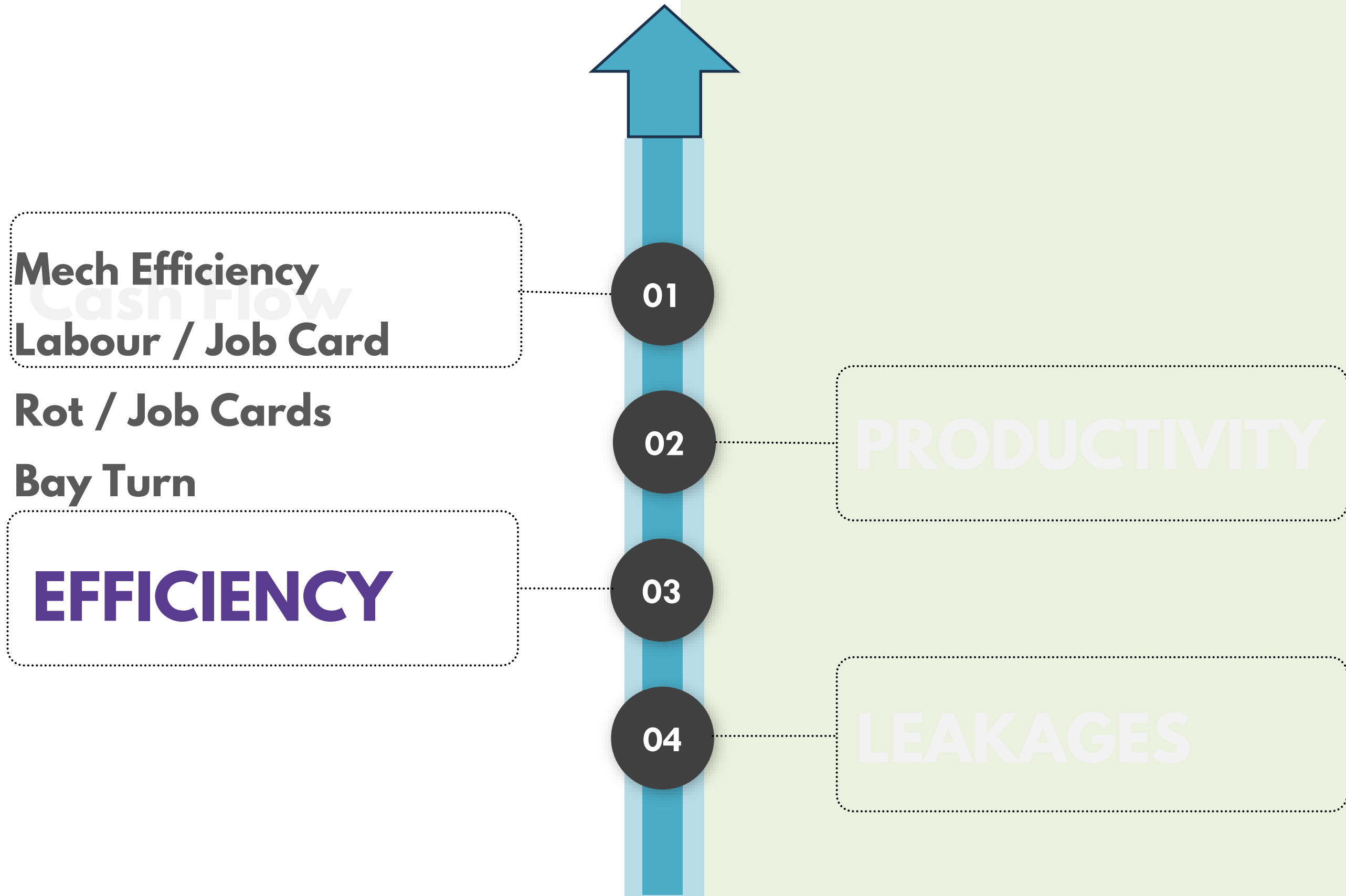
LEAKAGES



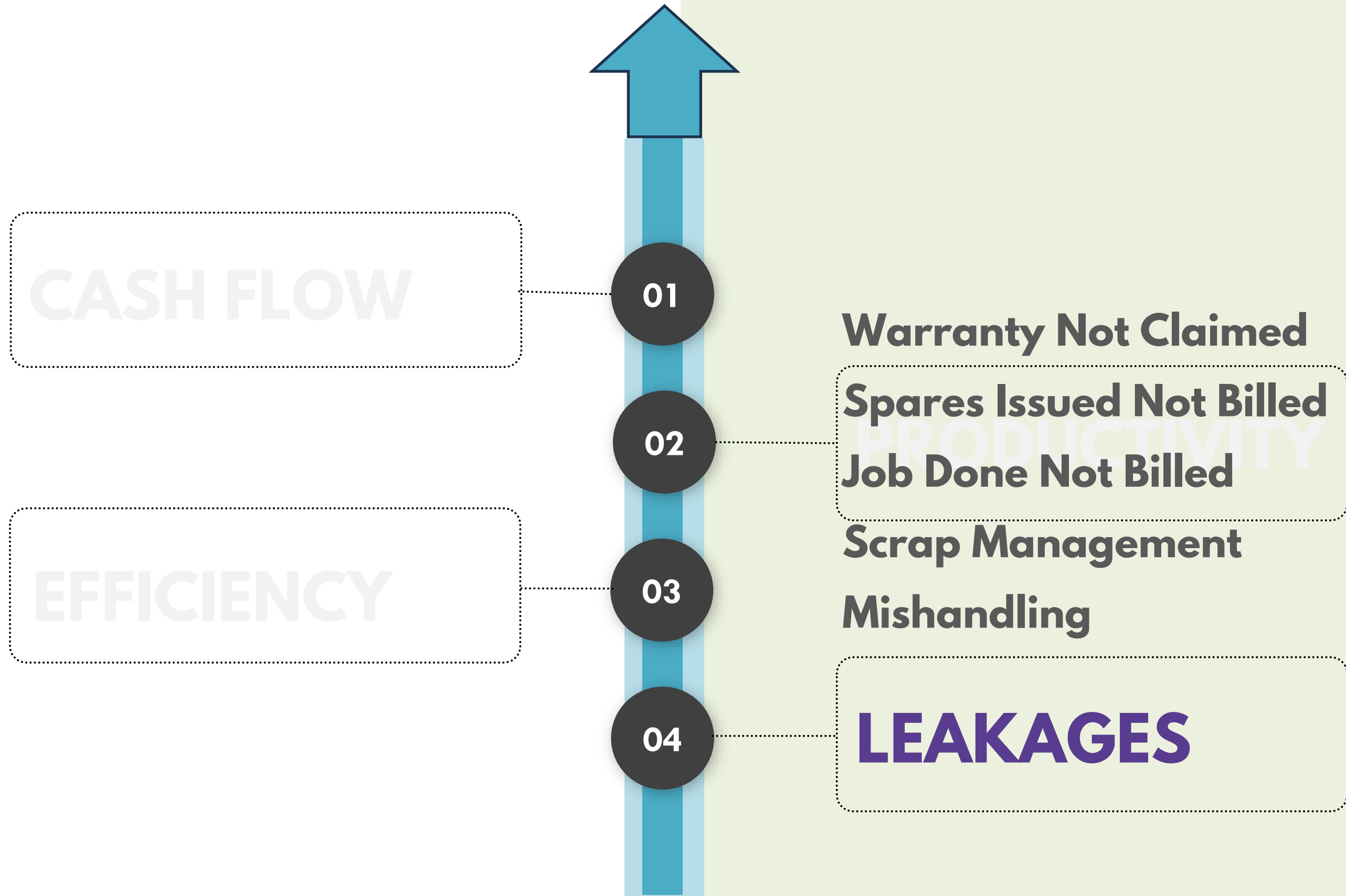
PROFITABILITY



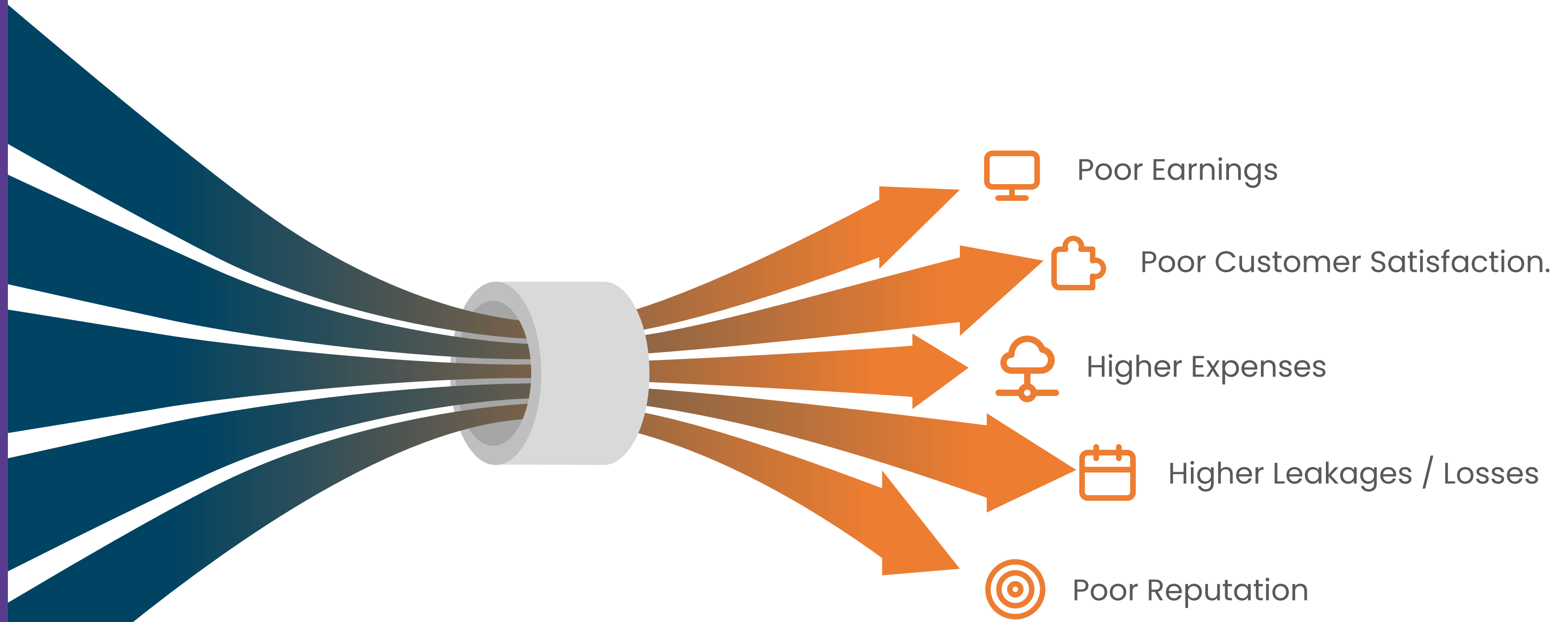
PROFITABILITY



PROFITABILITY



HOW THIS AFFECT



MYTHS & FACTS



Customers won't come if we do not give CREDIT.

Fact: The same customer bought the vehicle in CASH.



The majority of dealers lose heavily due to productive efficiency which is less than 55%.



The biggest loss happens due to Warranty and parts,

Fact: The Majority of losses come from Inefficiency or Front Office & Shop Floor.



Dealer can not run their own scheme for business development.
Fact: The Dealer is free to offer anything which satisfies and attract customers dealer that



Dealer people development is OEM's responsibility.
Fact: Dealers need to train and develop people to get outcomes.

KEY FACTS

42%

On average, a commercial vehicle dealer's **42% of earnings** are derived from warranty services, which utilize **60%** of their resources and yield a **25% return**.

2350

The typical labor charge per job card stands at **Rs. 2,350**, reaching up to **Rs. 3,400** at its peak. By enhancing it by **Rs. 500** per job card, there's a potential to boost annual labor revenue by **Rs. 40 lakh**.

2.5%

On average, dealerships experience a loss of **Rs. 30 Lakh** annually due to **inadequate claim management**, accounting for **2.5%** of their total paid revenue.

2.6%

On average, dealerships experience a loss of **Rs. 36 lakh** annually due to **inefficient parts management**, accounting for **2.6%** of their total paid revenue.

The average dealer loses **Rs. 4-5 Lakh/Month** towards **Warranty & Spares Management**

As per the survey of 33 HCV dealerships across India, who is handling a minimum 650 RO/Month and Generating Paid Revenue of 1 Crore (Multiple Outlet)



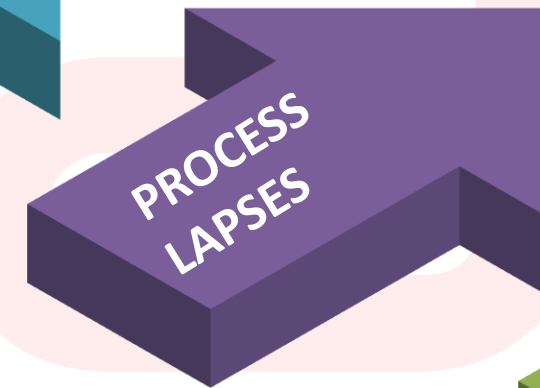
Microsoft Excel
Worksheet

KEY CHALLENGES Service Operation

Leakages in operations like warranty, spares, and claims operations.



Service Recommendations, Reminders, Additional Jobs, Claim handling Parts ordering



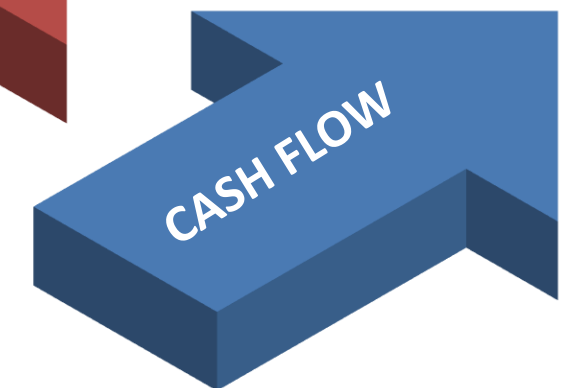
Highest number of people are Tech, but their productivity or Efficiency is low



Labor/Job Card Revenue/Job Card Parts consumption age-wise, Km-wise



Credit Management, Warranty Management, Spares Management



SOLUTIONS

Business Mentoring

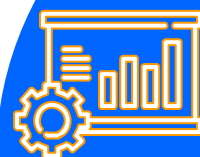
Provide training and guidance to the team to build their capability and improve business performance. Act as a 3rd Eye for business owners.

Performance Insights



Defining vital parameters, creating a daily and weekly Dashboard, This helps to bring the entire team on a common platform to boost earnings and improve processes.

Spares & Warranty Management



Keeping track of end-to-end warranty claims, spare claims, and other OEM claims. Also, assist the dealership in spares planning and warranty management.

Incentive Management



Preparing incentive schemes to meet business needs helps get the best out of people. Also, recognize the people's efforts and turn them into retention tools.

KRA /KPI implementation



Defining Individual KRA/KPI, tracking it, and helping them improve or achieve the desired objective will lead to drastic changes in earnings.

YOUR BENEFITS



IMPROVED OPERATIONAL EFFICIENCY

Our services help dealerships streamline their service and parts management processes, improving operational efficiency. **This translates into faster turnaround times, reduced costs, and increased profitability.**

REDUCE LEAKAGES & OPTIMIZE COST

Our services, including warranty management and inventory optimization, help dealerships reduce costs associated with excess inventory, warranty claim rejections, and inefficient processes. **This leads to significant cost savings.**

ENHANCED PRODUCTIVITY

We provide personalized mentoring and guidance to the dealership's service operation team. **This results in improved productivity, streamlined processes, and faster turnaround times, leading to better customer satisfaction and increased business.**

BUILD A TEAM WHO CAN LEAD

We provide personalized mentoring and guidance to the dealership's service operation team. **This results in improved productivity, streamlined processes, and faster turnaround times, leading to better customer satisfaction and increased business.**

PROFITABILITY

Our services provide immediate benefits and lay the foundation for sustainable long-term growth. **With our support, dealerships can achieve consistent success and stay ahead of industry trends.**

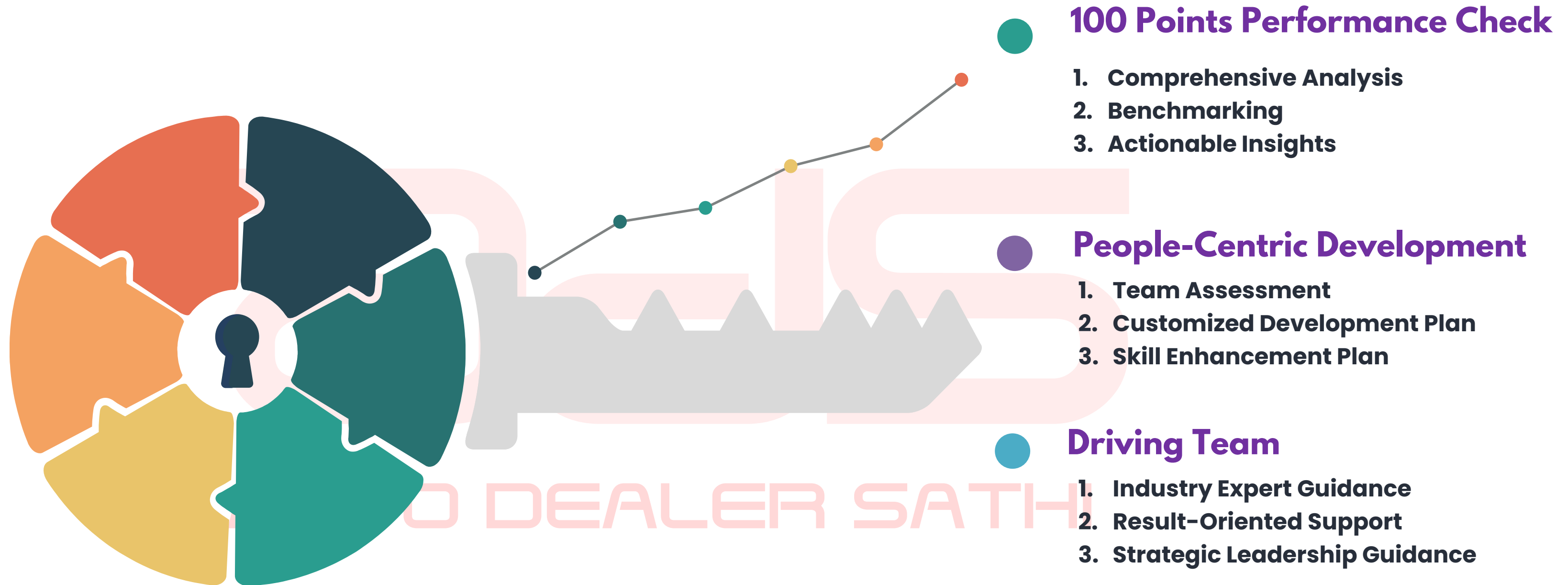


FINAL OUTCOME



AUTO DEALER SATISH

OUR APPROACH



OUR OFFERINGS

TO DEALERSHIPS

AUTO DEALER SATHI

Level 1 (KPO)

03

Valuable insights into key parameters, enabling dealership owners to review performance



**PERFORMANCE
INSIGHTS**

Performance Management Dashboard:

Interactive Daily / Weekly / Monthly Dashboard includes vital parameters for service monitoring and review with the team, which includes:

1. Branch-wise / Department wise / Month wise performance data
2. Benchmark Vs Target Vs Last Month Vs Current Month Achievements
3. Age-wise, Kms wise, Modelwise revenue (Labour/Spares/Lube/Adblue) data
4. Pending Job card data for service and accident
5. Labour billing-wise job card details
6. Spares age-wise, category-wise stock update
7. Mechanic Productivity and Efficiency data
8. Service advisor-wise labour and revenue data
9. Warranty and spares claim tracking data
10. Customized data can be added to it

Level 2 (KPO + Mentoring)



Service Overview:

In addition to KPO, our experts provide invaluable mentoring to your dealership. We guide you in making informed decisions, implementing best practices, and achieving excellence in service operations.

This includes training for the service team on capability building.

Benefits:

- Personalized mentorship from industry experts.
- Enhanced operational effectiveness through strategic guidance.
- Keep an eye on your business and update on time to time
- Keep you informed about market best practices
- Help your team to update and upgrade themselves.

KRA/KPI/Incentive Management

01

KRA / Incentive
Designing,
Monitoring and
Sharing Data with
the team



**KRA/KPI/
Incentive Mgmt**

KRA/KPI/Incentive Management:

1. Defining KRA/KPI for each role and align it to the Organization's objective
2. Monitoring the front-line team performance on Weekly Basis
3. Share the performance with Dealer Management
4. Support function team KRA/KPI Shared every month
5. Define the Incentive Plan for the entire dealership
6. Monitor and provide inputs to dealer management

Benefits:

1. Aligned workforce towards organizational objective
2. Motivated team members, better outcomes
3. Enhance efficiency and productivity
4. Keep an eye to individual contribution and take corrective measure

Capability Building Training

01

Front Line Team
(Service Manager,
Service Advisor,
Supervisor, CRM)
- 12-15 Hours



Capability
Building

Capability Building Training:

1. Practical Communication Skills:
2. Customer Service Excellence:
3. Process Adherence and Efficiency
4. Sales and Upselling Techniques
5. Customer Relationship Management
6. Time Management and Prioritization

Benefits:

1. Improved Customer Satisfaction
2. Enhanced Communication Skills
3. Increased Team Productivity

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Operation Excellence Training

01

Service Manager,
Sales Manager,
Spares Manager,
And above roles



**Capability
Building**

Operation Excellence Training:

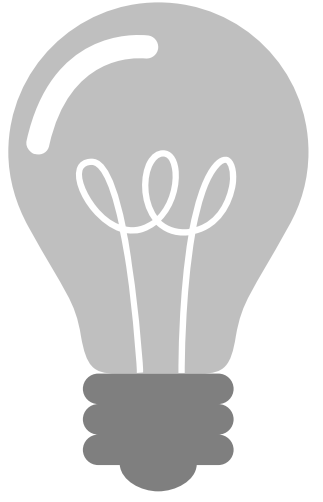
1. Business Management
2. Customer Relationship Management
3. Communication Skill
4. Time & Self Management
5. Problem solving & Decision Making
6. Leadership Development

Benefits:

1. Improved Customer Satisfaction
2. Enhanced Communication Skills
3. Increased Team Productivity

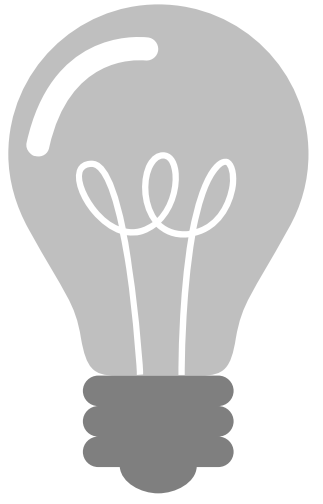
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NEXT STEPS



Opportunities

ONBOARDING

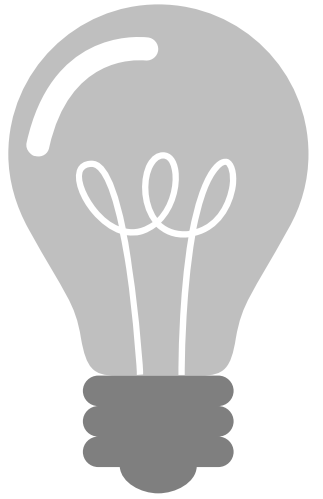


Onboarding
Detailed Data Study
Dashboard Preparation
Identification of Critical
Areas
Preparing Action Plan
Meeting with Team
Timeline - 15 Days



Opportunities

IMPLEMENTATION



Training to Team
Sharing Insights
Daily Discussion
Weekly Review
Guidance & Training
Monitor Progress



Onboarding
Detailed Data Study
Dashboard Preparation
Identification of Critical Areas
Preparing Action Plan
Meeting with Team
Timeline - 15 Days



Opportunities

EVALUATION

Onboarding
Detailed Data Study
Dashboard Preparation
Identification of GAP
Preparing Action Plan
Meeting with Team
Timeline - 15 Days



ALICE

Training to Team
Sharing Insights
Daily Discussion
Weekly Review
Guidance & Training
Monitor Progress



Driving team,
Evaluation
Appreciation
Rewards &
Recognition

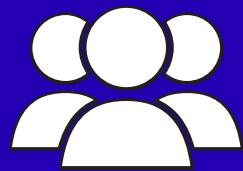
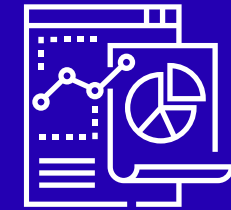


Achieving
short-term
and long-
term
objectives



Growth & Performance

Qualitative (Process) & Quantitative (KPI) Analysis



Evaluating existing People and Policy

Defining SMART Action plan and KPI Targets



Training & Mentoring team to become professional

Implementation of sustainable process & performance



WE WILL ACT AS
THIRD EYE
FOR YOUR BUSINESS



MONITOR



GROW

LETS BEGIN



AUTO DEALERSATHI

THANK YOU

We appreciate your time and interest. Let's drive excellence in the automotive industry together.



www.autodealersathi.com



contact@autodealersathi.com



@autodealersathi



+91-9999999999



Ho.No – 10-5-3/2/1.
Plot no: 3, Banjara hills,
Masab Tank, Hyderabad
Telangana – 500028.